

Message Text

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ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 LAB-04 SIL-01 OMB-01 /066 W

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R 131945Z JUL 76

FM AMCONSUL MONTERREY

TO SECSTATE WASHDC 2644

INFO AMEMBASSY MEXICO

UNCLAS SECTION 1 OF 2 MONTERREY 0615

SECSTATE PLEASE PASS EXIMBANK FOR TOM TARVIS

E.O. 11652: N/A

TAGS: BPRO

SUBJ: EXIMBANK GUARANTEE FOR SALES TO INDUSTRIA AUTOMOTRIZ,
S.A., INDUSTRIA METALICAS MONTERREY, S.A., TRAILERS DE
MONTERREY, S.A., AND RUEDAS Y ESTAMPADOS, S.A.

REF: UNCLAS STATE 158719

IN ANSWER TO REFTEL AMCONSUL MONTERREY SUBMITS THE FOLLOWING
INFORMATION:

A) A COMPLETE LISTING OF COMPANIES IN THE RAMIREZ GONZALEZ
GROUP WITH OWNERSHIP INTEREST OF EACH COMPANY AND THE BANKS
THE FIRMS DO BUSINESS WITH FOLLOWS:

1. TRAILERS DE MONTERREY, S.A.

OWNED BY: GREGORIO, GUSTAVO, JUAN MANUEL, RAUL, ERNESTO, AND
FRANCISCO RAMIREZ GONZALEZ; THE FIRST NAMED, GREGORIO, IS
BELIEVED TO HOLD CONTROLLING INTEREST.

BANKING WITH FINANCIERA ACEPTACIONES, S.A. (MONTERREY, N.L.)
CREDITO MEXICANO, S.A. (MEXICO, D.F.), FINANCIERA DEL NORTE,
S.A. (MONTERREY, N.L.)

2. INDUSTRIA AUTOMOTRIZ, S.A.

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OWNED BY: SAME OWNERSHIP AS NO. 1

BANKING WITH BANCO NACIONAL DE MEXICO, S.A.; FINANCIERA DEL

NORTE, S.A.; CREDITO DEL NORTE DE MEXICO, S.A. (ALL IN MONTERREY, N.L.) AND FIRST PENNSYLVANIA BANK

3. INDUSTRIAS METALICAS MONTERREY, S.A.
OWNED BY: SAME OWNERSHIP AS NO. 1
BANKING WITH FIRST NATIONAL CITY BANK- NY., N.Y.; CENTRAL CLEVELAND BANK, CLEVELAND, OHIO AND BANCO NACIONAL DE MEXICO, S.A. (MONTERREY, N.L.)

4. BERG DE MEXICO, S.A.
OWNED BY: SAME OWNERSHIP AS NO. 1
BANKING WITH FINANCIERA ACEPTACIONES, S.A. (MONTERREY, N.L.)

5. RUEDAS Y ESTAMPADOS, S.A.
OWNED BY: 60 PER CENT - RAMIREZ GROUP (SEE NO. 1)
40 PER CENT - THE BUDD CO.
BANKING WITH FIRST PENNSYLVANIA BANK, BANCO NACIONAL DE MEXICO, S.A. (MONTERREY, N.L.)

6. BOBINAS E IMPLEMENTOS, S.A.
OWNED BY: SAME OWNERSHIP AS NO. 1
BANKING ONLY WITH GROUP-OWNED FINANCE COMPANY AND GROUP-OWNED BANK: SOCIEDAD GENERAL DE CREDITO, S.A. AND BANCO MONTERREY, S.A. (BOTH IN MONTERREY, N.L.)

7. INDUSTRIAL MUEBLERA LA SILLA, S.A.
OWNED BY: SAME OWNERSHIP AS NO. 1
BANKING WITH SOCIEDAD GENERAL DE CREDITO, S.A. (MONTERREY, N.L.)

8. SOCIEDAD GENERAL DE CREDITO, S.A.
OWNED BY: 65 PER CENT RAMIREZ GROUP (SEE NO. 1)
35 PER CENT BY OTHER PARTIES OUTSIDE THE RAMIREZ GROUP

9. BANCO MONTERREY, S.A.
OWNED BY: 63 PER CENT RAMIREZ GROUP (SEE NO. 1)
37 PER CENT BY OTHER PARTIES OUTSIDE THE RAMIREZ GROUP

10. RANCHOS UNIDOS, S.C. (SOCIEDAD COMUNAL - AGRARIAN TYPE OWNERSHIP)
OWNED BY: SAME OWNERSHIP AS NO. 1
BANKING WITH SOCIEDAD GENERAL DE CREDITO, S.A., AND BANCO MONTERREY, S.A. (BOTH IN MONTERREY, N.L.)

11. FOMENTO ORGANIZACIONAL, S.A. (COMPUTER SERVICES FOR THE GROUP)
OWNED BY: SAME OWNERSHIP AS NO. 1.

B. LOCAL BANKS DO FEEL SATISFIED WITH CREDIT REPAYMENT PROSPECTS
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FOR GROUP. LOCAL SUPPLIERS ARE SATISFIED WITH CREDIT REPAYMENT PROSPECTS FOR GROUP, ALTHOUGH SOME LOCAL SUPPLIERS (SMALL SUPPLIERS) WOULD WANT TO BE PAID WITH GREATER PROMPTNESS IF PAYMENT POLICY OF GROUP IMPROVED; I.E. THE GROUP'S PAYMENT POLICY IS WELL KNOWN BY ALL TO BE SOMEWHAT SLOW, ALTHOUGH GROUP'S CREDITORS ARE ALWAYS PAID EVENTUALLY.

C. SOME CREDIT TRANSACTIONS ARE ARRANGED ON SECURED TERMS, OTHERS ARE NOT. THE FOLLOWING DEBTS ARE REPORTED BY THE GROUP:

NUMBER 1, TRAILERS DE MONTERREY, S.A.

ISSUED MORTGAGE BONDS FOR \$32,000,000 PESOS. THESE
WILL BE AMORTIZED IN DECEMBER OF 1976 AND JUNE OF
1977; BUT MORTGAGE WILL BE LIBERATED IN JULY OF 1976.
PENDING DEBT NOW HAS BEEN REDUCED TO \$5,000,000 PESOS

NUMBER 2, INDUSTRIA AUTOMOTRIZ, S.A.

ISSUED MORTGAGE BONDS FOR \$22,000,000 PESOS. THESE
WILL BE AMORTIZED IN DECEMBER OF 1976 AND JUNE OF
1977; BUT MORTGAGE WILL BE LIBERATED IN JULY OF 1976.
PENDING DEBT NOW HAS BEEN REDUCED TO \$3,500,000
PESOS.

NUMBER 3, INDUSTRIAS METALICAS MONTERREY, S.A.

HAS MORTGAGE LOAN WITH FIRST NATIONAL CITY BANK OF NEW
YORK FOR \$27,676,961 PESOS (SEE PAGE NO. 2 OF
BALANCE STATEMENT ON FIRM)

NUMBER 5, RUEDAS Y ESTAMPADOS, S.A.

OWES LOCALLY TO FIRM NUMBER 2,
INDUSTRIA AUTOMOTRIZ, S.A. 5,795,000.00
OWES OUT OF TOWN TO THE BUD CO. 6,520,000.00

TOTAL DEBT AMOUNTED TO 12,315,000.00

THIS DEBT HAS NOW BEEN PARTIALLY
PAID BY INCREASING THE CAPITAL OF
RUEDAS Y ESTAMPADOS, S.A. BY
7,500,000.00 IN APRIL OF 1976.
- 7,500,000.00

TOTAL PENDING DEBT 4,815,000.00

DUE DATE FOR THIS LOAN: OCTOBER 31, 1979.

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INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

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CIEP-02 LAB-04 SIL-01 OMB-01 /066 W

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R 132000Z JUL 76

FM AMCONSUL MONTERREY

TO SECSTATE WASHDC 2645

INFO AMEMBASSY MEXICO

UNCLAS SECTION 2 OF 2 MONTERREY 0615

SECSTATE PLEASE PASS EXIMBANK FOR TOM TARVIS

THE FOLLOWING ADDITIONAL INFORMATION WAS PROVIDED BY GROUP:
 (BALANCE STATEMENT TBAUCOLPRINCIPAL MEMBERS OF THE GROUP WILL
 BE AIRPOUCHED TO SECSTATE FOR EXIMBANK IN THE NEXT AIR POUCH
 TO WASHDC.)
 (ALL FIGURES GIVEN ARE IN PESOS AND WERE TAKEN FROM BALANCE
 STATEMENTS OF DECEMBER 5, 1975)

TOTAL ASSETS IN FIRMS OF GROUP:

1. TRAILERS DE MONTERREY, S.A.	360,858,000
2. INDUSTRIA AUTOMOTHBHJ S.A.	312,461,000
3. INDUSTRIAS METALICAS MONTERREY, S.A.	159,449,000
4. BERG DE MEXIC, S.A. \$)	22,1)9,000
5. RUEDAS Y ESTAMPADOS, S.A.	40,916,000
6. BOBINAS E IMPLEMENTOS, S.A.	3,639,000
7. INDUSTRIAL MUEBLERA LA SILLA, S.A.	3,900,000
10. RANCHOS UNIDOS, S.A.	22,263,000
11. FOMENTO ORGANIZACIONAL, S.A.	7,357,000

TOTAL COMPOUNDED ASSETS:	933,038,000
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TOTAL LIABILITES:

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1. TRAILERS DE MONTERREY, S.A.	167,465,000
2. INDUSTRIA AUTOMOTRIZ, S.A.	128,153,000
3. INDUSTRIAS METALICAS MONTERREY, S.A.	99,276,000
4. BERG DE MEXICO, S.A.	12,815,000
5. RUEDAS Y ESTAMPADOS, S.A.	26,269,000
6. BOBINAS E IMPLEMENTOS, S.A.	3,019,000
7. INDUSTRIAL MUEBLERA LA SILLA, S.A.	3,116,000
10. RANCHOS UNIDOS, S.C.	2,120,000
11. FOMENTO ORGANIZACIONAL, S.A.	6,189,000

TOTAL COMPOUNDED LIABILITIES:	448,422,000
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TOTAL STOCKHOLDERS EQUITY:

1. TRAILERS DE MONTERREY, S.A.	187,156,000
2. INDUSTRIA AUTOMOTRIZ, S.A.	184,308,000
3. INDUSTRIAS METALICAS MONTERREY, S.A.	60,173,000
4. BERG DE MEXICO, S.A.	9,373,000
5. RUEDAS Y ESTAMPADOS, S.A.	22,146,000

6. BOBINAS E IMPLEMENTOS, S.A.	1,351,000
7. INDUSTRIAL MUEBLERA LA SILLA, S.A.	784,000
10. RANCHOS UNIDOS, S.C.	20,149,000
11. FOMENTO ORGANIZACIONAL, S.A.	1,167,000

COMPOUNDED STOCKHOLDERS EQUITY: 486,607,000

TOTAL WORKING CAPITAL:

1. TRAILERS DE MONTERREY, S.A.	51,632,000
2. INDUSTRIA AUTOMOTRIZ, S.A.	31,609,000
3. INDUSTRIAS METALICAS MONTERREY, S.A.	3,354,000
4. BERG DE MEXICO, S.A.	6,756,000
5. RUEDAS S ESTAMPADOS, S.A.	2,526,000
6. DOBINAS E IMPLEMENTOS, S.A.	364,000
7. INDUSTRIAL MUEBLERA LA SILLA, S.A.	878,000
10. RANCHOS UNIDOS, S.C.	14,424,000

COMPOUNDED WORKING CAPITAL:	111,543,000
11. FOMENTO ORGANIZACIONAL, S.A.	-1,159,000

TOTAL COMPOUNDED WORKING CAPITAL: 110,384,000

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TOTAL SALES VOLUME FIGURES FOR 1974 1975

1. TRAILERS DE MONTERREY, S.A.	\$248,110,000	\$228,113,000
2. INDUSTRIA AUTOMOTRIZ, S.A.	280,176,000	337,597,000
3. INDUSTRIAS METALICAS MONTERREY, S.A.	136,988,000	181,765,000
JRM BERG DE MEXICO, S.A.	21,439,000	24,498,000
5. RUEDAS Y ESTAMPADOS, S.A.	1,136,000	34,115,000
6. BOBINAS E IMPLEMENTOS, S.A.	4,271,000	4,239,000
7. INDUSTRIAL MUEBLERA LA SILLA, S.A.	2,456,000	3,290,000
10. RANCHOS UNIDOS, S.C.	NA	5,037,000
11. FOMENTO ORGANIZACIONAL, S.A.	998,000	5,633,000

COMPOUNDED SALES VOLUME FIGURES: \$695,574,000 \$824,341,000

D. THERE APPEARS TO BE NO RPT NO REASON TO BELIEVE THAT THE FINANCIAL SITUATION OF RAMIREZ GROUP OF FIRMS HAS DETERIORATED IN RECENT YEARS. WITH SOUND MEXICAN AUTOMOTIVE SECTOR, AND WITH CONTRACTS TO SUPPLY RAPIDLY STRENGTHENING US CAR INDUSTRY, COMMERCIAL OUTLOOK APPEARS GOOD. APART FROM RAMIREZ GROUP'S LONG-TIME PAST HISTORY OF SLOW AND ERRATIC REPAYMENTS (WHICH LOCALLY HAS COME TO BE VIEWED ALMOST AS NORMAL EXPECTATION IN BUSINESS DEALINGS WITH THAT FIRM), CONGEN PERCEIVES NO RPT NO SIGNIFICANT ADVERSE FACTOR WHICH EXIMBANK SHOULD TAKE INTO ACCOUNT IN DECIDING ON APPLICATION FOR EXOPORT CREDIT GUARANTEE.

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Message Attributes

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TAGS: BPRO
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Type: TE
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